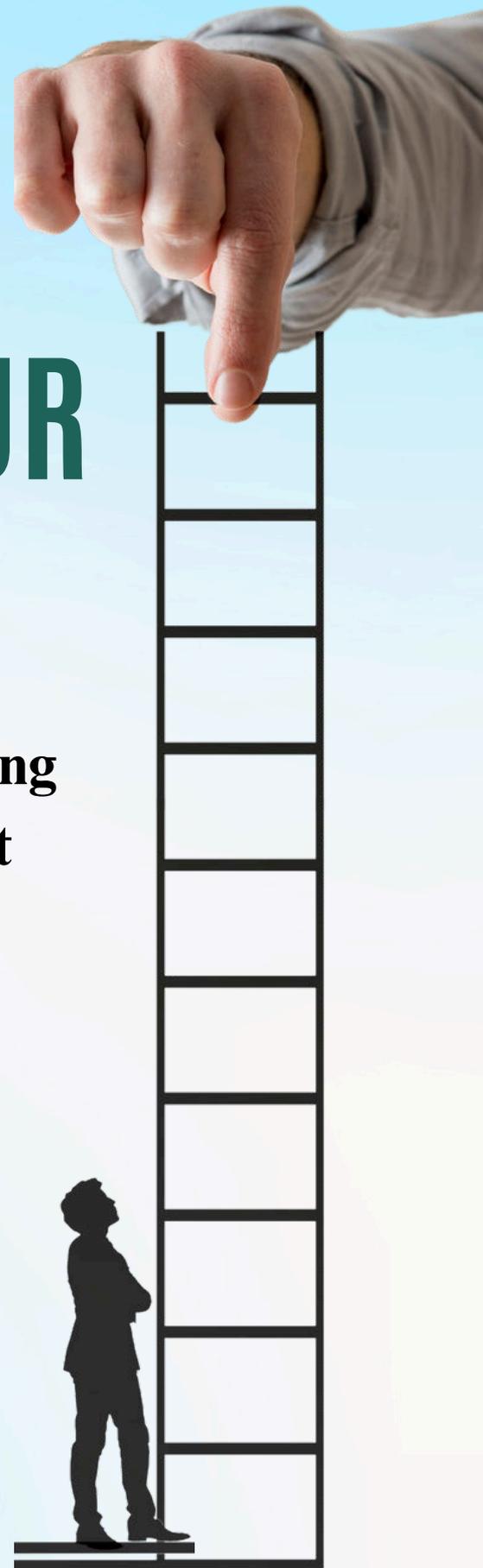


# **COUNSELLOR TO CAREERPRENEUR**

**How to Build a High Income,  
Purpose Driven Career Counselling  
Business and Scale your Impact**

**ARZOO NARANG**



**Counsellor to CareerPreneur:  
How to Build a High Income, Purpose  
Driven Career Counselling Business and  
Scale your Impact**



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# **Counsellor to CareerPreneur: How to Build a High Income, Purpose Driven Career Counselling Business and Scale your Impact**

*Author:*

**Arzoo Narang**

Founder of Harihar Careers, is an award-winning Career Counsellor and Counsellor Trainer. She empowers counsellors to build scalable, high-impact, purpose-driven career businesses.

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# Preface

## **Why This Book Exists**

This book was not written to impress.

It was written to solve a problem.

For years, I have worked closely with students, parents, teachers, and career counsellors. I have seen talented students confused, anxious parents overwhelmed, and passionate counsellors underpaid and invisible—despite doing meaningful work.

That's when I realised something important. We don't have a counselling problem.

We have a system problem.

## **Who This Book Is For**

**This book is for you if you are:**

- *A career counsellor who loves guiding students but struggles to grow*
- *A teacher who wants to create impact beyond the classroom*
- *A certified counsellor who still feels stuck*
- *Someone who wants to help students but doesn't know how to build a sustainable career*

**You may know how to counsel.**

But no one taught you how to build a career, a business, and an identity around it.

**This book fills that gap of knowledge and reality.**

## **Why I Wrote This**

I did not start as an entrepreneur.

I started as a counsellor who believed good work would automatically bring results. It didn't.

I had to learn marketing, sales, systems, and leadership—often the hard way. Over time, I built frameworks that helped counsellors grow their income while increasing their impact.

This book is a distilled version of what actually works.

No theory.

Only real-world guidance.

The Mission Behind These Pages

My mission is to touch one million students' lives by helping them choose the right career at the right time.

I cannot do this alone.

That is why this book is not just about counselling.

It is about becoming a CareerPreneur—a counsellor who creates impact, income, and influence.

When one counsellor grows, hundreds of students benefit.

When many counsellors rise, futures change.

A Promise to You

This book will not promise shortcuts.

But it will give you clarity, direction, and a system.

If you apply what you read, you will not just build a practice—you will build a purpose-driven career.

If one student's life changes because of you, this book has done its job.

Let us begin.

**Arzoo Narang**

## **Acknowledgement**

### **COUNSELLOR TO CAREERPRENEUR**

There are a few moments in life that change you, shape you, and push you toward the person you are meant to become.

This book is one of those moments for me.

I want to thank God first for always guiding me, even when I felt lost. I want to thank my family for being my strength, my grounding, and my biggest support system. They understood my long hours, my big dreams, and my desire to create an impact beyond boundaries.

To my mentors, marketers, and coaches, thank you for the lessons, the failures, the experiments, and the breakthroughs. Every funnel that flopped, every campaign that taught me something new, and every strategy that finally worked is part of this book today.

To my students, my counsellors, and my community of Careerpreneurs, thank you for trusting me when I was still growing. Your questions pushed me to build frameworks. Your struggles motivated me to create solutions. Your growth inspired me to write this book.

A special thank you to Prabhjot Kaur for being the spark that made me launch my first workshop, my first batch, and eventually this mission.

This book is not just my story. It is a collection of everyone who believed in the work, walked the journey, and proved that career counselling can be profitable, powerful, and purpose-driven.

I hope this book becomes your bridge from learning to launching, from confusion to clarity and from counsellor to Careerpreneur.

**With gratitude,**

**Arzoo Narang**

**Founder, Harihar Careers**

**Mission: Guiding 1 million student to choose the right Career at the right age.**

## **Dedicated to:**

### **The Career Counsellors, Teachers and Mentors**

This book is dedicated to every career counsellor who dreams of doing more than sessions and impacting more students.

To those who want to create impact, but also want to create income.

To those who guide others, but struggle to guide their own journey.

To those who believe in their purpose, even when the world doubts the profession.

And most importantly...

To the students and parents whose lives I have touched, and the millions more I am yet to reach.

You are my why.

You are my mission.

You are my inspiration.

With love and purpose,

**Arzoo Narang**

## About the Authors



**Arzoo Narang** is not just a career counsellor; she is the mentor who turned career guidance into a movement. An educator at heart, she has spent 20+ years shaping young minds as a mathematics teacher holds a Post graduation in Mathematics Degree from University of Delhi with B. Ed Degree and 5+ years transforming students as a certified career counsellor. Over the last 2 years, she has stepped into a bigger calling- training career counsellors to build successful businesses as Careerpreneurs.

She is the Founder of Harihar Careers, where she helps students and parents navigate life-changing career decisions with strategy, clarity, and purpose. Her expertise goes beyond assessments—she specializes in profile building, overseas admissions, scholarships, and premium counselling frameworks.

Her work has earned her recognition as the Best Career Counsellor Award Winner and the Best Career Counsellor Trainer Award Winner—a testament to her impact on both students and counsellors alike. Arzoo is also the author of the Amazon Kindle bestseller “Counsellor to Careerpreneur”, created to empower counsellors to scale their influence and income.

### **Her global qualifications include:**

- Green Belt from Univariety
- Career Analyst Certification (CCA) from the UK
- UCLA Certification, California, USA
- Abroad Admission Specialist from CCCIS
- International Career Coach Certification (ICCC)
- 1% Top Licensed Career Development Professional by

iccclub.org

Arzoo believes that when counsellors are empowered, students are protected. Her mission is bold and unwavering: to impact 1 million students by building an army of 100,000 career counsellors who grow through laser-targeted marketing, sales confidence, and scalable systems.

Her superpower lies at the intersection of creativity, technology, and marketing, and her coaching style feels like a personal mentor whispering, “I’ve got you. Now let’s grow your buisness.”

This book is her first step toward that legacy—one counsellor, one student, one future at a time.

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## ABOUT THE AUTHOR:



### **Arzoo Narang**

Founder of Harihar Careers, is an award-winning Career Counsellor and Counsellor Trainer. She empowers counsellors to build scalable, high-impact, purpose-driven career businesses.

## **Empowering Counsellors to Build Scalable Careers & Impact 1 Million Students**

**Counsellor to CareerPreneur** fills the biggest gap in the career counselling industry, business growth, lead generation, positioning and client conversion.

Authored by Arzoo Narang, an award-winning Career Counsellor and Trainer, this book introduces the proven UCS Method to deliver clarity and measurable outcomes for students and counsellors alike.

Inside, you will find scalable systems, real sales frameworks, marketing strategies, and implementation tools to build a profitable, purpose-driven practice.

A must-read for counsellors who want to charge premium, grow sustainably, and multiply their impact.

